

## Message Text

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17

ACTION NEA-09

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P 180616Z JUN 74

FM AMEMBASSY SANAA

TO SECSTATE WASHDC PRIORITY 3872

UNCLAS SANAA 1221

E.O. 11652: N/A

TAGS: AFSP, YE

SUBJ: FY76 COMMERCIAL BUDGET PACKAGE

REF: STATE 112965

### 1. FY74 POST COMMERCIAL LIBRARY/OFFICE COST ESTIMATE

|                                |        |
|--------------------------------|--------|
| ALLOWANCES                     | \$1390 |
| FIELD TRAVEL                   | 1820   |
| COMMERCIAL LIBRARY RENOVATION  | 1280   |
| OFFICE EQUIPMENT & FURNISHINGS | 920    |
| PUBLICATIONS                   | 1960   |

### 2. ADDITIONAL FUNDING REQUIREMENTS FY76:

TWO ITEMS SHOULD BE STRESSED. FIRST, BETWEEN 1972 AND 1973, AMERICAN EXPORTS TO THE YAR INCREASED DRAMATICALLY FROM 2.2 TO 9.8 MILLION DOLLARS. SECOND, THE CONCOMITANT INCREASE IN REQUESTS FOR COMMERCIAL EXCHANGES HAVE BEEN HANDLED BY ONE OFFICER ON A PART-TIME BASIS SINCE AUGUST 1973.

WORKLOAD WITHIN THE COMMERCIAL FIELD WILL PROBABLY LEVEL OUT AND INCREASE AT A SLOW RATE OVER THE NEXT TWO YEARS AS YEMENI BUSINESSMEN COMPETE, WAHT IS FOR MANY, THEIR FIRST CONTACTS WITH U.S. BUSNNESSMEN AND PRODUCTS. STILL, INCREASED DEPARTMENT SUPPORT FOR COMMERCIAL ACTIVITIES WILL BE REQUIRED FOR THE FOLLOWING:

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1. (ONE FULL-TIME LOCAL POSITION AT FSL-3 LEVEL OR ABOVE.) SALARY UNKNOWN. TO HANDLE VISITORS AT OFFICE IN OFFICER'S ABSENCE; TO FOLLOW UP ON WTDR/ADS REQUESTS; TO DISTRIBUTE THE NEWSLETTER ON MONTHLY BASIS AND HANDLE ROUTINE CORRESPONDENCE WHICH HAS INCREASED EIGHT-FOLD OVER THE PAST YEAR. WTDR PREPARATION HAS INCREASED FROM TWO IN FY73 TO 37 IN FY74. THESE CAN BE EXPECTED TO INCREASE UNTIL THE YAR COMMERCIAL SECTOR IS MORE ADEQUATELY REPRESENTED IN THE USDOC'S WTRD FILES. SIMILARLY, TRADE OPPORTUNITIES--WHICH UNTIL MAY 1974 WERE PREVENTED BY THE ABSENCE OF A CURRENT SIC INDEX--SHOULD INCREASE DRAMATICALLY. \$3652.

2. LIBRARY SUPPORT:THE NUCLEUS FOR THE COMMERCIAL LIBRARY IS NOW BEING ESTABLISHED BUT WILL REQUIRE A CONTINUED INFUSION OF NEW CATALOGS IN FY76. \$400.

3. COMMERCIAL REPRESENTATION: ON THE INCREASE BOTH INFORMALLY AND FORMALLY AS CONTACTS WITH THE BUSIBSS COMMUNITY RISE. \$150.

4. COMMERCIAL TRAVEL: ALLOTMENTS MUST BE INCREASED SUBSTANTIALLY. THE LEADING COMMERCIAL CENTER IN THE YAR IS HODEIDA AT A DISTANCE OF 340 KILOMETERS FROM THE CAPITAL. TAIZ--400 KILOMETERS DISTACE--STILL RETAINS AN IMPORTANT COMMERCIAL FUNCTION. \$900.

5. NEWSLETTER: AT THE PRESENT TIME THE BEIRUT NEWSLETTER MIDDLE EAST AMERICAN, IS DISTRIBUTED TO 50 CONTACTS IN THE Y.A.R. THIS NUMBER CAN AND SHOULD BE PROFITABLY INCREASED TO 100. THERE IS STILL, AND PROBABLY WILL BE, NO REASON TO PUBLISH A NEWSLETTER IN SANAA ITSELF. \$350.

CONTRACT SERVICES IN SUPPORT OF THE ABOVE ARE UNAVAILABLE IN THE YAR. THE COMMERCIAL PROGRAM IN THE YEMEN WILL CONTINUE TO BE MODEST, ALTHOUGH THIS SHOULD NOT PREVENT IT FROM BEING EITHER EFFICIENT OR EFFECTIVE WITHIN ITS LIMITED SCOPE.

ALTHOUGH THE YEMEN IS ECONOMICALLY POOR, THERE IS A CONTINUALLY INCREASING AMOUNT OF FOREIGN EXCHANGE AVAIALABLE TO WHAT IS A QUITE DYNAMIC COMMERCIAL COMMUNITY. DEPARTMENT SUPPORT IN ESTABLISHING A COMMERCIAL SECTION COMMENSURATE WITH THE TRADE POSSIBLITIES EVIDENCED IN THE YAR IS REQUESTED.

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